

TAB DOWN TO FIELD AND PRESS ENTER FOR ALLOCATION INFO

A11 - BPEA11S4

ALLOCATION BY SALES LEVEL

03/27/98 10:12 AM

NEXT-FN :

SALES LEVEL: 1626 BUFFALO DIVISION

|           |          | SALEM | SALEM | SALEM | SALEM |
|-----------|----------|-------|-------|-------|-------|
| PROMOTION | : 800438 | \$.30 | 100   | LT    | LT    |
| PERIOD    | : 805-00 | OFF   | \$.30 | \$.30 | 100   |
|           |          |       | OFF   | OFF   | \$.30 |
|           |          |       |       |       | OFF   |

| ACCOUNTS | ALLOCATION: | 31 | 25 | 35 | 28 | 0 |
|----------|-------------|----|----|----|----|---|
|          | AVAILABLE : | 0  | 0  | 0  | 0  | 0 |

|                              |     |     |     |     |  |
|------------------------------|-----|-----|-----|-----|--|
| 0000700 A-ONE AMUSEMENT CO., | 16  | 10  | 22  | 10  |  |
| 0260400 MILHEM ATTEA & BROS. | 1   | 1   | 1   | 1   |  |
| 0448800 A. D. BEDELL CO.     | 1   | 1   | 1   | 1   |  |
| 0811200 BUFFALO TOBACCO PROD | 1   | 1   | 1   | 1   |  |
| 0859400 BUTTON BROTHERS, INC |     |     |     |     |  |
| 0880800 J. A. CALDERON CO.,  | 3   | 1   | 3   | 2   |  |
| 1249200 FRANK COLUCCI, INC.  |     |     |     |     |  |
| 1298500 COOK WHOL. OF MEDINA | 168 | 162 | 162 | 165 |  |
| 1541800 DERIGO SALES, INC.   | 6   | 5   | 5   | 5   |  |
| 1800000 ELMIRA TOBACCO CO.,  | 1   | 1   | 1   | 1   |  |

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---

Quit Retr

DOWN

Rounded down  
5 & under

Utilized residual quantities from Main  
April  
Residual Distribution

51861 1060

TAB DOWN TO FIELD AND PRESS ENTER FOR ALLOCATION INFO.

A11 - BPEA11N2

### ALLOCATION BY SALES LEVEL

03/25/98 10:50 AM

NEXT-FN :

|                 |               |        |        |        |        |
|-----------------|---------------|--------|--------|--------|--------|
| SALES LEVEL: 16 | BUFFALO REGIO | SALEM  | SALEM  | SALEM  | SALEM  |
| PROMOTION       | : 800438      | \$ .30 | 100    | LT     | LT     |
| PERIOD          | : 805-00      | OFF    | \$ .30 | \$ .30 | 100    |
|                 |               |        | OFF    | OFF    | \$ .30 |
|                 |               |        |        |        | OFF    |
|                 | ALLOCATION:   | 151    | 114    | 178    | 133    |

| SALES LEVEL             | AVAILABLE : |    |     |    |
|-------------------------|-------------|----|-----|----|
| 1622 SYRACUSE DIVISION  | 89          | 59 | 110 | 72 |
| 1623 ALBANY NY DIVISION | 31          | 30 | 33  | 33 |
| 1626 BUFFALO DIVISION   | 31          | 25 | 35  | 28 |

## ADD A SALES LEVEL

```
Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---  
Quit Retrn                                     Main
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51861 1061